To: Schwalm, S From: Campbell, Judy Posted: 4/8/98 14:44 Opened: 4/9/98 12:03

Subject: McLANE NE / SALEM TEAR TAPE

HI SHARON.

ATTACHED ARE THE CHAIN SPREADSHEETS FOR THE MAY AND JUNE SALEM DISTRIBUTIONS BASED ON TEMPLATES WHICH WERE GENERATED BY W/SALEM.

THINGS TO NOTE:

- 1. EACH FILE CONTAINS A SEPARATE WORKSHEET FOR EACH BRAND STYLE WITH DIFFERENT QUANTITIES FOR EACH.
- 2. CHAINS THAT MAY RESULT IN EXCESS SALEM PRODUCT:
 - * A-PLUS QUANTITIES SEEM REALLY LARGE!
 - *COASTAL MART L. MacWILLIAMS HAS ADVISED THIS CHAIN MIGHT 'DROP OFF'
 - *COUNTRY FAIR'S QUANTITIES SEEM REALLY LARGE!
 - *7-11/HANDEE MARTS WAITING TO HEAR IF THIS CHAIN 'DROPS OFF' ALL VAP!
- 3. ADDITIONALLY, JUNE SALEM TEMPLATE INCLUDED ALL SAM'S CLUB
 QUANTITIES IN OUR TEMPLATE (APPROXIMATELY 1200 TOTAL CARTONS)!!!!
 I HAVE CONTACTED MARION SMITH IN WINSTON-SALEM FOR CLARIFICATION BUT NO RESPONSE TO DATE.

JUNE SALEM ORDERS CANNOT BE PLACED UNTIL 5/4/98.

MAY MCLANE. CUSTOMER LETTER WILL BE FORWARDED SOMETIME NEXT WEEK.

CC: MacWilliams, Lori

ROUS: 1110/1210/1310/1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL LT 100 (UPC #12300-24197)

MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)

RETAIL DISTRIBUTION DATE: 5/11/98					NUMBER OF DISPLAYS PER GROUP PER STATE											
CHAIN NAME	NO. OF STORES										a again a an		0 3 × A ¥ 0 B			
A-PLUS/ SUNOCO	319	Sec List	654	1	3	36			2	25	136			447	4	
COASTAL MART	23	See List	84							53				31		
COOKS CONVENIENT	6	See List	13								13					
COUNTRY FAIR	71	See List	279								10	23		246		
EXPRESS MART	44	2	88								88					
J MART	8		8								8					
KRAUSZERS	6	See List	15	15												
MANLEYS	12	See List	12		<u> </u>						12					
MOBIL / ON THE RUN	33	See List	49	4		<u> </u>		<u> </u>	<u> </u>		42				3	
7/11 - HANDEE MART	26	See List	103			ļ		ļ				1	43	59		
INDEPENDENTS & SMALL CHAINS	24	See List	39	2		2	4			8	13			9		
TOTALS	572		1344	22	3	38	4	0	2	86	322	24	43	792	7	

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ROUS: 1110/1210/1310/1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

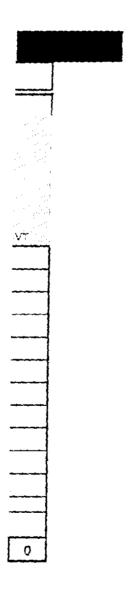
#/ CARTONS SALEM MENTHOL LT 100 (UPC #12300-24197)

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#806)

RETAIL DISTRIBUTION DATE: 6/8/98					NUMBER OF DISPLAYS PER GROUP PER STATE											
CHAIN NAME	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS			MA						04	5 y > 4 y 6 0 A	PA	R	
A-PLUS/ SUNOCO	319	See List	619	1	1	36			2	26	151			398	4	
COASTAL MART	23	See List	84							53				31		
COOKS CONVENIENT	6	See List	13								13					
COUNTRY FAIR	71	See List	279								10	23		246		
EXPRESS MART	44	2	88								88					
J MART	7	1	7								7					
KRAUSZERS	6	See List	15	15												
MANLEYS	12	See List	12								12					
MOBIL / ON THE RUN	33	See List	53	4	<u> </u>	<u> </u>					46				3	
7/11 - HANDEE MART	26	See List	103									1	43	59		
SAM'S CLUBS	17	See List	284					284								
INDEPENDENTS & SMALL CHAINS	24	See List	39	2		2	5			7	14			9		
TOTALS	588		1596	22	1	38	5	284	2	86	341	24	43	743	7	

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